

Message Text

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ACTION ARA-06

INFO OCT-01 SS-14 ISO-00 NSC-05 NSCE-00 INR-07 CIAE-00

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FM AMEMBASSY MEXICO
TO SECSTATE WASHDC 5898

C O N F I D E N T I A L MEXICO 0810

LIMDIS

E.O. 11652: GDS

TAGS: MX,CU, ESTC, CPAS

SUBJECT: U.S. PROBLEMS WITH GOM ON TRADE WITH CUBA: MARCH
TRADE FAIR

REF: (A) MEXICO 10683. (B) MEXICO 809

PASS TREASURY AND COMMERCE

1. IN REFTEL B WE REPORTED THAT GUILLERMO BECKER (UNDER-
SECRETARY OF COMMERCE) HAD TOLD AMERICAN AUTOMOBILE
INDUSTRY IN MEXICO TO OBTAIN PERMISSION TO TRADE WITH
CUBA. LESS SPECIFIC BUT POSSIBLY AS TROUBLESONE IS
REQUEST FROM IMCE (MEXICAN FOREIGN TRADE INSTITUTE) THAT
ALL MANUFACTURING FIRMS WITH EXPORT CAPABILITY PARTICIPATE
IN MEXICAN TRADE FAIR TO TAKE PLACE IN CUBA IN MARCH.
FIRMS ARE TO GIVE IMCE THEIR REPLIES BY FEB. 10.

2. QUESTIONS REGARDING CUBAN SALES HAVE ARISEN CONSTANTLY
OVER PAST YEAR. HOWEVER, IN LXAST FEW WEEKS EMBASSY
COMMERCIAL SECTION HAS BEEN RECEIVING SPECIFIC INYUIRIES
FROM SUBSIDIARIES OF U.S. FIRMS AS WELL AS FROM MEXICO
MANUFACTURING FIRMS USING U.S. ORIGIN COMPONENTS AND
U.S. TECHNOLOGY ABOUT THEIR PARTICIPATION IN MEXICAN
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TRADE FAIR TO BE HELD IN CUBA. IN MOST CASES FIRMS

CLEARLY REGARD THIS AS DESIRABLE EXPORT OPPORTUNITY.
MOST IF NOT ALL ARE EXTREMELY CONCERNED ABOUT BEING
CAUGHT BETWEEN U.S. REGULATIONS AND PRESSURE FROM GOM
TO EXPORT.

3. WHEN IN CUBA RECENTLY, IMCE DIRECTOR JULIO FAESLER
ASSURED CUBANS PUBLICLY THAT ALL MEXICAN FIRMS COULD
EXPORT TO CUBA.

4. SOME INQUIRERS ARE RELUCTANT TO IDENTIFY THEMSELVES
TO EMBASSY. AMONG CALLERS FOR WHOM WE HAVE NOTED NAMES
ARE:

TOWNER DE MEXICO (CULTIVATORS, HARROWS, AGR EQUIPMENT);
DRAPER DE MEXICO (DIV. OF NORTH AM. ROCKWELL - PARTS
FOR RAILWAY CARS, WHEELS, MONOBLOCKS);
SCOTT PAPER CO. (PULP AND PAPER);
INFRA (REPRESENTS MILLER WELDING EQUIP. CO., SMITH SAFETY
EQUIP., AIRCO ELECTRONICS DIV. - THEY MANUFACTURE
INDUSTRIEL GASES);
JEFFREY MANUFACTURING MEXICANA S.A. (CONVEYING EQUIPMENT,
ENGINEERING SYSTEMS, BUCKET ELEVATORS);
HOOVER WASHING MACHINE;
SISTEMAS E INSTRUMENTACION, S.A.;
CUPRUM.

5. EMBASSY COMMENT: EMBASSY HAS BEEN PROVIDING CALLERS
WITH GIST OF U.S. CUBAN ASSETS CONTROL REGULATIONS AND
EXPORT CONTROL REGULATIONS. WE ARE APPREHENSIVE ABOUT
REACTION OF GOM IF EITHER U.S. SUBSIDIARIES OR MEXICAN
FIRMS USING U.S. ORIGIN COMPONENTS CITE U.S. REGULATIONS
AS A REASON FOR NOT PARTICIPATING IN TRADE FAIR. ON
OTHER HAND, IF FIRMS DO PARTICIPATE AND OBTAIN BUSINESS
ORDERS AS MIGHT BE EXPECTED, ANY APPLICATION OF U.S.
REGULATIONS WOULD DRAW EVEN STRONGER GOM RESPONSE.

6. ACTION REQUESTED: WOULD APPRECIATE AVAILABLE
GUIDANCE AT EARLIEST POSSIBLE TIME. JOVA

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Message Attributes

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